

## Vigeo Eiris is hiring

### Sustainable Investing - Client Relationship Manager

Vigeo Eiris is an independent international provider of environmental, social and governance (ESG) research and services for investors and public & private organisations. We undertake risk assessments and evaluate the level of integration of sustainability factors within the strategy and operations of organisations.

Vigeo Eiris offers a wide range of services:

- For **investors**: decision-making support covering all sustainable and ethical investment approaches (including ratings, databases, sector analyses, portfolio analyses, structured products, indices and more)
- For **companies & organisations**: supporting the integration of ESG criteria into business functions and strategic operations (including sustainable bonds, corporate ratings, CSR evaluations and more).

Vigeo Eiris methodology and rating services adhere to the highest quality standards.

With a team of more than 200 experts of 28 different nationalities, Vigeo Eiris is present in Paris, London, Boston, Brussels, Casablanca, Hong Kong, Milan, Rabat, Santiago and New York City.

The Vigeo Eiris Global Network, comprising 7 exclusive research partners, is present in Australia, Brazil, Germany, Israel, Japan, Spain and Mexico.

With over 17 years of experience in the field and more than 300 investor clients worldwide, and recently an affiliate of the Moody's group, Vigeo Eiris is well positioned to expand its business in America.

Based In New York City and under the responsibility of the CEO of Vigeo Eiris' US branch (VEUSA), you will be developing the business of VEUSA for all products and services that VE provides to investors and issuers with a specific focus on Green and Social bonds, ESG ratings and loans

You will support the CEO on the follow-up and support of our existing clients in the region.

- **Missions:**

- Business development:
  - Prospect Issuers and intermediary banks to propose VE services (Green & Social Bonds, solicited ESG ratings, Sustainability linked Loans)
  - Interact with Moody's to follow-up on leads
  - Prospect Investors to propose VE products and data. (ESG research, Climate, Sustainable Development Goals, negative screenings,)
  - Report to your management and business line manager (person in charge of each business line development at corporate level)
  - Update the CRM
- Service to our clients:
  - Key account management of existing clients
  - Support clients' needs in terms of deliveries, question on our research and technical support as a first entry point.
- Marketing:
  - Prepare our presence, stand and logistics for domestic event sponsored by VE
  - Participate to conferences and report on hot topics to ease innovation
  - Prepare local campaigns, manage social media campaigns

- **Skills:**

**For more information:**  
[www.vigeo-eiris.com](http://www.vigeo-eiris.com)

- 3+ years of sales or account management experience in a similar industry
  - Bachelor's degree required (Master's or CFA, a plus)
  - Demonstrable interest in ESG and /or sustainable Investing
  - Perfected the art of cold-calling and cold-emailing, use of social media and campaigns
  - Proven ability to convert leads to opportunities to closed-won
  - Demonstrate strong planning and organizational skills
  - Have excellent written and oral communication skills in English
  - The personality to build quick contacts with a variety of people and can explain complex information in an easy and understandable way
  - Proficiency in CRM, Excel, Word, and PowerPoint
- **Requirements:**
    - Ability to travel 25%
    - Legal authorization to work in the US

- **To Apply:**

Send your CV with a covering letter explaining your interest in the role to: [jobs.london@vigeo-eiris.com](mailto:jobs.london@vigeo-eiris.com)